



WOODCHURCH

GARDEN OF ENGLAND







“A fantastic opportunity to acquire an award winning Kent vineyard with an existing cellar door.”

WOODCHURCH, KENT

Ashford – 9 miles | Maidstone – 21 miles | Royal Tunbridge Wells – 26 miles
(All distances are approximate)

In all about 12 acres

For sale as a whole

Background

Woodchurch Wine Estate presents a unique opportunity to acquire a thriving customer focused vineyard and wine business in the heart of Kent. The property offered for sale includes the vineyard, cellar door, storage buildings, machinery and stock. The property extends to 12.13 acres (4.91 hectares) of south facing vineyards planted with traditional Champagne trio varieties as well as Bacchus. The fantastic cellar door/restaurant and tasting room offering presents an opportunity to pursue direct-to-consumer sales and enhance business growth.

Woodchurch Wine Estate was acquired as bare land in 2009 as a place to start a family business. Over the last 16 years, the owners have turned the property into a stunning vineyard with breathtaking views, producing consistently award-winning wines and welcoming visitors all year round.



Sales and business performance

Woodchurch presents a fantastic opportunity to acquire an English wine business with an established brand that reflects the high quality of the wine and the consumer experience.

Every sparkling wine produced has won multiple international awards and, over the last few years, the range has been extended to include small batches of still wines – all of which have sold out within a few months of release.

The primary focus has been on direct to consumer sales and the cellar door customer experience – offering vineyard tours, tastings, bar and food sales at the vineyard. Cellar door income in 2024 was £190,000.

The overall income split in 2024 was as follows:

Cellar Door Sales	65%
Online Sales	6%
Trade Sales	10%
Events and other income	16%
Corporate Sales	2%

A message from the owners

“Driven by a passion for owning a vineyard and crafting world-class wines and inspired by England’s leading producers, our journey began in 2009 when we found a 5 hectare site with a perfect south-facing slope - then used for sheep grazing. Under the guidance of leading viticultural consultants we began planting vines in 2010. With the continued support of numerous experts along the way, we’ve gradually created a thriving wine business and a welcoming cellar door experience.

Fifteen years have passed since we planted our first vines, and it’s been a decade since we released our first vintage from the 2012 harvest. While we’re now ready to move on, we’re proud to have established the basis for a solid business producing consistently award-winning wines. These foundations will provide an exciting opportunity for someone new to carry the business forward and elevate it even further.”



WOODCHURCH

KENT  ENGLAND



The Vineyard

The vineyard extends to 8.15 acres under vine. An initial 10,400 vines were planted in 2010 (6,080 Chardonnay, 3,200 Pinot Noir and 1,120 Meunier). A further 1,000 Bacchus vines were planted in 2016 and 300 Pinot Noir in 2019.

Planting Schedule Table

Variety	Clone	Rootstock	2010	2016	2019
Chardonnay	76	3309	1120		
	96	SO4	3360		
	95	SO4	1120		
	95	3309	480		
Pinot Noir	GM 20/13	SO4	640		
	GM 20/13	3309	480		
	SMA 201	SO4	160		
	943	SO4	320		
	828	SO4	320		
	777	3309	640		
	777	SO4	640		
	549	SO4			300
Pinot Meunier	865	3309	480		
	977	SO4	640		
Bacchus	GF1	SO4		1000	
Totals			10400	1000	300

Climate, aspect, and soil type	
Growing Season Temperature	14.92 Deg C
Growing Season Precipitation	355.31mm
Sunlight Hours	1,430 hours
Groundfrost Days	33 days
Wind Speed	3.05 knots
Aspect	South- facing
Altitude	35m to 25m above sea level
Soil	Slowly permeable seasonally wet slightly acid but base-rich loamy and clayey soils



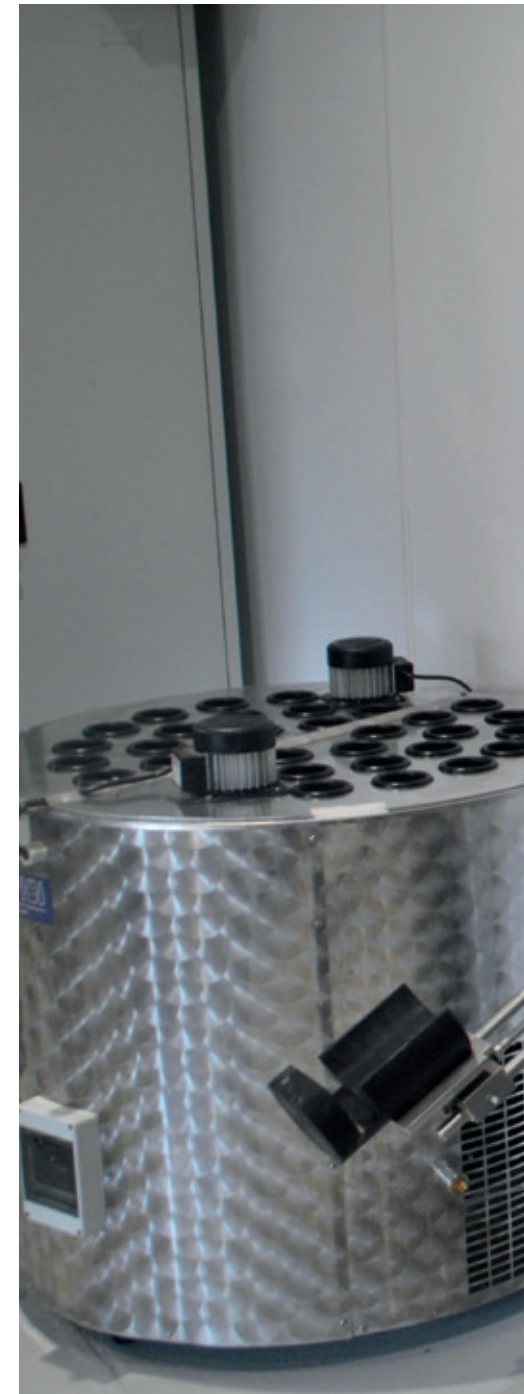
Yield and Berry Analysis

Yield and Berry Details	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Total Acidity	14	14	10.3	13.5	11	12.5	10.1	9.7	8.9	15	8.9	8.7	11.3
Sugar Level (Oeschle)	71	65	76	66	77	82	83	80	82	65	80	76	75
Total Yield (kg)	2,000	13,000	20,500	21,500	25,000	20,500	42,000	30,000	23,000	3,000	17,000	38,000	15,500
Yield per hectare (kg)	667	4,333	7,000	7,200	8,333	7,000	14,000	10,000	7,000	900	5,150	11,500	4,700



Vineyard Equipment

Category	Purchase Date	Purchase Price
Fendt Tractor 260V	2010	£10,400
Spreader	2011	£400
Caffini 400 litre sprayer	2011	£4,600
Trailer	2011	£1,500
Chemical safe	2012	£650
Flail mower	2012	£2,600
Braun Rollhacke	2017	£3,150



Winery Building

Architect-designed winery building of 290 sq metres erected in 2018 incorporating:

- Ground floor bar and tasting room
- Mezzanine restaurant (seating for 35 covers) and balcony (seating for 25 covers) with customer toilets
- Commercial kitchen
- Disabled WC facilities
- Bottle store
- Winery and storage area (including 100 bottles per hour disgorging line)
- Labelling area

Category	Purchase Date	Purchase Price
Cork and cage machine (TDD)	2022	£16,500
Air compressor	2022	£675
Gyropalette	2022	£6,500
Neck freezer	2022	£3,850
Barida Semi automatic disgorging machine	2022	£7,000
Foiling machine	2014	£1,000
Pallet Hoist (Electric)	2023	£3,000
Braun Undervine Hoe	2021	£2,895
Picking Crates (350)	2012-2018	£2,500



The Wines

Sparkling Classic NV

Refreshing citrus flavours with notes of orchard apples and pastry, finishing with long lasting flavours of biscuits and cream. A blend of 60% chardonnay, 25% pinot noir, and 15% pinot meunier grapes.



RRP £34

Chardonnay Brut 2017

A blend of 100% Chardonnay grapes grown exclusively on a single estate vineyard in Kent. Aged in oak barrels for 3 months and then for 5 years on lees in the bottle, the wine has developed rich notes of brioche and pastry. A wine of real depth and complexity!



RRP £45

Rose Brut 2020

This wine has a delightful bright rosy hue. Bursting with vibrant notes of cherries and strawberries with delicate floral hints, it's crisp and refreshing. Woodchurch Rosé 2020 is a blend of 60% pinot noir, 20% pinot meunier and 20% chardonnay grapes.



RRP £37

Still Field White 2023

A 50/50 blend of Bacchus and Chardonnay grapes which were picked, pressed and vinified together to create a still wine with a captivating flinty character. Fresh and crisp on the palate, it leads to a steely backbone and a long, elegant finish. A perfect partner for fresh seafood.



RRP £22

Still Rose 2023

A blend of 50% Chardonnay and 50% Meunier grapes. Delicate salmon pink in colour with an abundance of ripe red fruit character both on the nose and the palate, this wine has a rich creamy texture with a bright and crisp finish.



RRP £25

Still Chardonnay 2023

The creamy and fully ripened palate is bursting with a silky richness smothered in peachy flavours that are beautifully balanced with a firm yet integrated acidity. This wine is drinking charmingly now, but will further improve with cellar aging.



RRP £27



Cellar Door

Woodchurch has developed a fabulous cellar door facility - currently open to the public from Thursdays to Sundays throughout the year. It received over 5000 visitors in 2024 and expects that to dramatically increase in 2025.

Guided tours and tastings are available and, with a full bar and commercial kitchen facilities, customers enjoy wines, cheese & charcuterie and pizzas served from the wood-fired pizza oven.

There is plenty of seating extending to 60 seats on the first floor, 40+ on the ground floor terrace and additional space on the grass or amongst the vines.

A number of events, including weddings, have been hosted at Woodchurch, with a significant opportunity to expand the events offering of the business.

Category	Purchase Date	Purchase Price
Pizza oven	2020	£2,500
Gazebo	2022	£850
Pizza fridge	2021	£650
Portable Sink	2021	£450
Marquee	2022	£1,050
Stainless Steel Kitchen Furniture	2024	£1,100
Commercial Warewasher	2021	£1,500
Glass washer	2019	£900
Freezer	2023	£570
Back Bar Fridge	2025	£350
Tall fridge	2023	£750
Plate Warming Cupboard	2022	£275
Back Bar Double fridge	2021	£500
Undercounter fridge	2022	£500
Glassware	2012-2020	£750
Plates, boards, pizza plates and utensils	2018-2020	£2,500
Indoor seating (+ 12ft large oak table)	2018-2022	£6,500
Outdoor seating	2018-2022	£3,800
Shelving and Storage cuboards	2016-2024	£2,800





Tourism

Kent is a county famous for its wine and enjoys 65,000,000 visitors each year.

Woodchurch Wine Estate is in close proximity to the busy town of Ashford with strong links to Wine Estate is uniquely placed to capitalise on wine tourism opportunities.

Woodchurch Wine Estate is extremely well connected which supports the tourism offering.

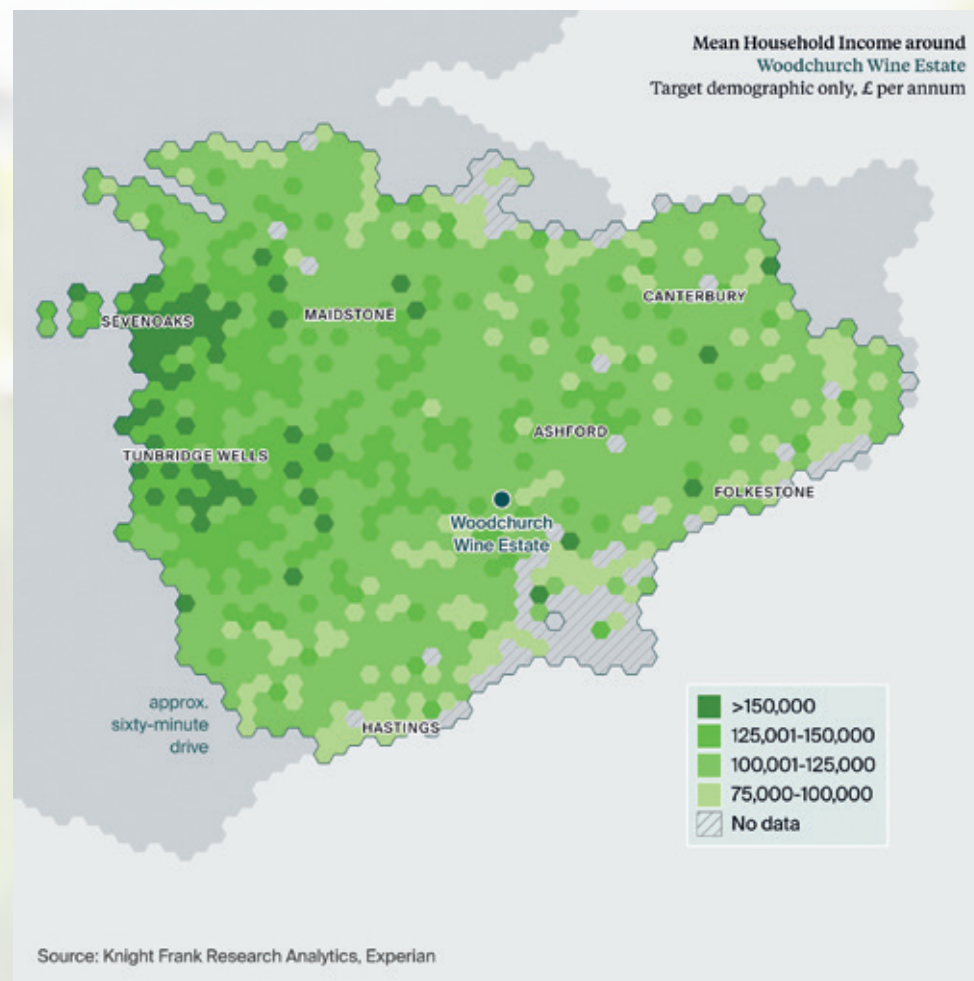
The vineyard enjoys good levels of visitors with 7,500 customers visiting in 2024 demonstrating

As wine tourism in the county grows, Woodchurch is uniquely placed to take advantage. There are target consumers.

The nearby town of Tenterden presents a number of local businesses which draw people to the

- 183 hotels
 - Four 5*
 - 30 4*
- 38 B&Bs
- 890 restaurants
- 143 bars
- 694 pubs
- 685 cafés
- 49 wine, spirit & beer retailers
- 244 supermarkets/greengrocers





General

Method of sale: The property is offered for sale freehold, as a whole, by private treaty.

Easements, Wayleaves and Rights of Way: The property is sold subject to and with the benefit of all rights of way either public or private, all easements, wayleaves and other rights of way whether they are specifically referred to or not. There are no footpaths across the property.

Sporting, Timber and Mineral Rights: The sporting, timber and mineral rights as far as they are owned are included in the freehold sale.

Plans, Areas and Schedules: These are based on the Ordnance Survey and are for reference only. They have been checked and completed by the vendor's agents and the purchaser will be deemed to satisfy themselves as to the description of the property. Any error or misstatement shall not annul the sale nor entitle either party to compensation in respect thereof.

Designations: The property is situated within the Low Weald National Character Area.

VAT: Any guide price quoted or discussed are exclusive of VAT and in the event that the sale of the property, or part of it, or any rights attached to it becomes chargeable for the purposes of VAT, such tax will be payable by the purchaser. The VAT position relating to the property may change without notice.

Energy Performance: The main winery and cellar door building has an EPC rating of A9 which was assessed on 24th July 2025 under certificate number 7620-4416-5721-4788-1826.

Local Authority: Ashford Borough Council

Viewings: All viewings are strictly by appointment with the Vendor's agent. .

Fixtures and fittings: A list of the fitted carpets, curtains, light fittings and other items fixed to the property which are included in the sale (or may be available by separate negotiation) will be provided by the Seller's Solicitors.

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